



Schedule
Contract GS-02F-0222S

**General Services Administration
Federal Acquisition Service
Authorized Federal Supply Schedule Pricelist
Contract No. GS-02F-0222S**

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order is available through GSA Advantage, a menu-driven database system. The INTERNET address for GSA Advantage is <http://www.gsa.gov>. Free training on the GSA Schedules Program is available at: www.fsstraining.gsa.gov



Contract Period
September 22, 2006 - September 21, 2011
Effective through Mod 0006

**1800 Diagonal Road • Suite 600
Alexandria VA 22314
Phone: 703-256-0509 • Fax: 703-562-6968**

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About AMCI's GSA Schedule

General Services Administration • Information for Ordering Activities

Federal Supply Schedule 874

Contract No: GS-02F-0222S
Solicitation Number: 2FYA-AR-060001-B
Date of Award: 22 Sep 06
Contractor Name, Address, and Phone Number:
Atlantic Management Center, Inc. (AMCI)
1800 Diagonal Road Suite 600
Alexandria, VA 22314
(703)256-0509

Customer Information

1. **Special Item Numbers SINs Awarded:**
874-4 Instructor Led Training, Course Development & Test Admin.
874-8 DAU and FAI Certified DAWIA and FAC Acquisition Workforce Training
2. **Awarded Pricing:** See Attached
Basic Discount:
10% - SIN 874-4 and SIN 874-8
Quantity Discount: See attached pricing
Industrial Funding Fee: The Industrial Funding Fee (IFF) is included in prices provided.
Minimum Order: \$100
Maximum Order: \$1,000,000
Delivery Terms: FOB Destination
3. **Documents:** The following documents are Incorporated by reference and made a material part of this contract:
 - a. Solicitation 2FYA-AR-060001-B issued August 11, 2006
 - b. Atlantic Management Center, Inc. Final Proposal Revision dated September 8, 2006
4. **Price Reduction Clause 552.238-75 (Sep 1999):** All terms under the Price Reduction Clause 552.238-75 (Sep 1999) are applicable. This clause will be predicated on the MFC category of customers: Commercial Clients.

Customer Information (Continued)

5. **Scope:** Domestic
 6. **Contract Period:** Date of Award through five years, with three five year option periods.
 7. **Economic Price Adjustment:** Clause 552.216-70 Economic Price Adjustment-FSS Multiple Award Schedule Contract (Sep 1999) will apply to this contract, since this award is predicated on Atlantic Management Center, Inc.'s commercial catalog/pricelist.
 8. **Government Commercial Purchase Card:** Atlantic Management Center, Inc. will accept the Government commercial Credit Card below the micro purchase threshold.
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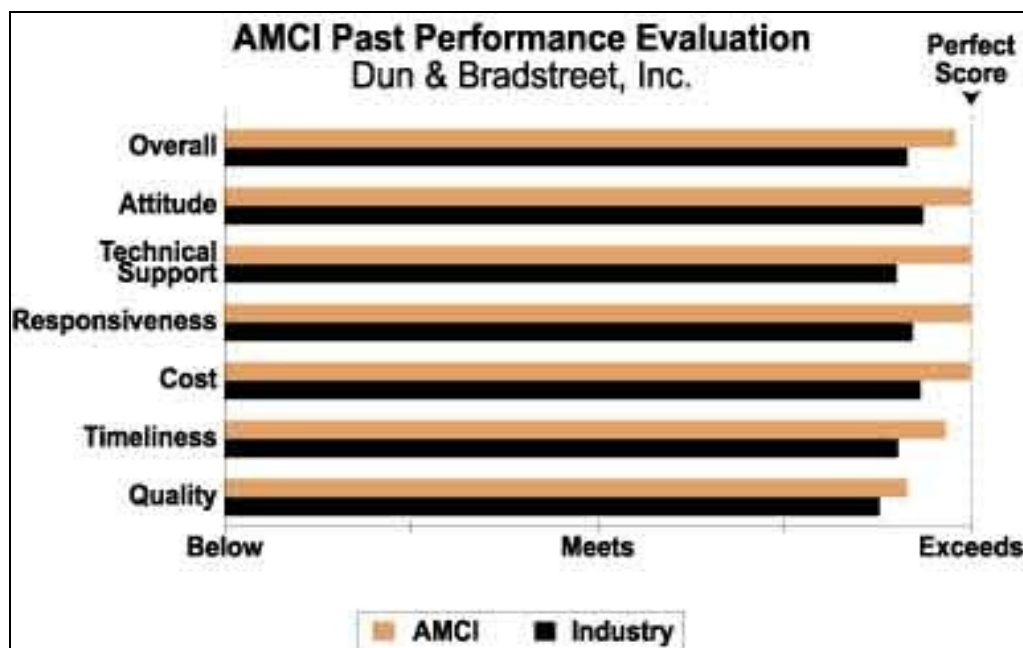
Supplemental Information

The following information on AMCI is provided to assist ordering offices in completing standard forms:

- Payment address is as follows:
Wachovia Bank, NA
401 Linden St
Winston Salem, NC 27101
Routing #: 051400549
Deposit Account #: 2000036135992
Payment via Check/U.S. Mail
Atlantic Management Center, Inc.
1800 Diagonal Road, Suite 600
Alexandria, VA 22314
(703)256-0509
(703)562-6968 (fax)
- Contractor Establishment Code (DUNS):
153903802
- Contractor Taxpayer Identification Number (TIN):
541-26-0528
- CAGE Number: 1CR21

About AMCI

Atlantic Management Center, Inc., (AMCI) is a woman-owned and operated business with over 20 years of experience in designing and delivering innovative services and products for federal agencies. Since 1992, AMCI has been awarded over \$35 million in firm-fixed price contracts to provide customer-oriented improvement and training services, primarily to federal organizations. During this time, we have fully satisfied our many customers who can speak to the quality, timeliness, and effectiveness of our services and products. As an example, we have included a chart summarizing the outcome of an independent Dun and Bradstreet survey of twenty (20) of our customers. The survey responses displayed below consist of a comparison of performance between AMCI and over 1,000 companies that provide similar training products to federal organizations.



AMCI's past performance attests to the quality of the overall training curriculum provided to our customers. The effectiveness of our quality service starts with the use of proven, practical, and efficient capability to tailor each course with focus on training solutions for each customer's unique business objectives. The AMCI staff includes exceptionally qualified personnel that are subject matter experts (SME) in the specific course of training, plus are gifted classroom facilitators. These SMEs are surrounded by talented administrative personnel ensuring the highest quality of course material and timely delivery.

Special Item Number Descriptions

Instructor-Led Training , Web-Based Training and Education Courses, Course Development and Test Administration (SIN 874-4)

AMCI is a **Woman-Owned Small Business (WOSB)** experienced in providing high quality, affordable, tailored training to meet our customers' needs. This approach has resulted in exceptional student evaluations of both the course material and the instructors. We specialize in providing senior-level acquisition/contracting, system engineering, and project management experts to deliver training in innovative formats that are relevant and current to the present policy laws, regulations and needs of our customers. Our focus is on Performance! This focus is reflective in all of the courses available under this SIN and is beneficial to all members of the acquisition team responsible for requirements development, pre and post contractual actions. Each course provides the most current insight for enhancing functional knowledge and technical performance.

All prices are based on a class size of 30 maximum students, with the exception of CON 100 and PMP Exam Preparation which are limited to a maximum class size of 20 students. All prices contained in this document are FOB destination. Travel and per diem for instructor/ consultant is separately priced at JTR rates.

SIN 874-4: Instructor-Led Training and Educational Courses, Course Development and Test Administration

Course Title	# of Days	Standard GSA Prices ⁱ		GSA Prices with Quantity Discount (5-9 courses) ⁱⁱ		GSA Prices with Quantity Discount (10 or more courses) ⁱⁱⁱ	
		Per Course	Per Student	Per Course	Per Student	Per Course	Per Student
Federal Acquisition Certification-COTR (FAC-COTR)							
Contracting Officer's Technical Representative (COTR)	5	\$12,982.50	\$1,081.87	\$12,261.25	\$1021.77	\$11,540.00	\$961.66
Contracting Officer's Representative (COR)	3	\$11,143.44	\$927.90	\$10,524.36	\$876.35	\$9,905.28	\$824.80
COR Refresher	1	\$5,400.00	\$445.50	\$5,100.00	\$420.75	\$4,800.00	\$396.00
Federal Acquisition Certificate-Contracting (FAC-C)							
Appropriation Law	5	\$12,982.50	\$1,081.87	\$12,261.25	\$1021.77	\$11,540.00	\$961.66
EVM	2	\$7,428.96	\$619.20	\$7,016.24	\$584.80	\$6,603.52	\$550.40
FAR Navigation Guidance	4	\$11,844.00	\$987.00	\$11,186.00	\$932.17	\$10,528.00	\$877.33
Grants and Cooperative Agreements Management	5	\$14,697.14	\$1,224.76	\$13,880.64	\$1,156.72	\$13,064.13	\$1,088.68
Performance-Based Services Acquisition (PBSA)	2	\$9,632.70	\$802.80	\$9,097.55	\$758.20	\$8,562.40	\$713.60
Performance Based Acquisition (PBA)	3	10,705.50	\$892.13	\$10,110.75	\$842.56	\$9,516.00	\$793.00
Source Selection Team Training	2	\$7,428.96	\$619.20	\$7,016.24	\$584.80	\$6,603.52	\$550.40

i. GSA list prices reflect a discount of 10% off of AMCI's commercial list prices

ii. The quantity discount of 15% (off of commercial list prices) will be granted when an organization orders five to nine courses

iii. The quantity discount of 20% (off of commercial list prices) will be granted when an organization orders ten or more courses

GSA, Federal Acquisition Service Authorized Federal Supply Schedule Pricelist
Contract No. GS-02F-0222S

Course Title	# of Days	Standard GSA Prices ⁱ		GSA Prices with Quantity Discount (5-9 courses) ⁱⁱ		GSA Prices with Quantity Discount (10 or more courses) ⁱⁱⁱ		
		Per Course	Per Student	Per Course	Per Student	Per Course	Per Student	
Federal Acquisition Certificate-Project Management (FAC-P/PM)								
Project Management Framework & Integration	2	\$10,383.12	\$865.26	\$9,806.28	\$817.19	\$9,229.44	\$769.12	
Project Scope and Quality Management	3	\$12,585.60	\$1,048.80	\$11,886.40	\$990.53	\$11,187.20	\$932.27	
Project Time and Cost Management	3	\$12,585.60	\$1,048.80	\$11,886.40	\$990.53	\$11,187.20	\$932.27	
Project Human Resources and Communication Management	3	\$12,585.60	\$1,048.80	\$11,886.40	\$990.53	\$11,187.20	\$932.27	
Project Risk, Opportunity, and Procurement Management	3	\$12,585.60	\$1,048.80	\$11,886.40	\$990.53	\$11,187.20	\$932.27	
PMP® Exam Preparation*	5	N/A	\$1,327.50	N/A	\$1,253.75	N/A	\$1,180.00	
Other								
Integrated Project Team Dev.	2	\$7,428.96	\$619.20	\$7,016.24	\$584.80	\$6,603.52	\$550.40	
Difficult Conversations	1	\$3,372.30	\$280.80	\$3,184.95	\$265.20	\$2,997.60	\$249.60	
Effective Briefing Techniques	1	\$3,500.10	\$291.60	\$3,305.65	\$275.40	\$3,111.20	\$259.20	
DISC Behavior Styles	1	\$3,779.10	\$315.00	\$3,569.15	\$297.50	\$3,359.20	\$280.00	
DISC Assessment Reports		N/A	\$23.40	N/A	\$22.10	N/A	\$20.80	

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* The maximum number of participants for this class is 20 attendees.

SIN 874-4: Instructor-Led Training , Web-Based Training and Education Courses, Course Development and Test Administration, continued

The AMCI Mentoring Program

Course #	Title	# of days	# of students	Standard GSA Price ⁱ	GSA Final Price for orders up to \$250,000 ⁱⁱ	GSA Final Price for orders in excess of \$250,000 ⁱⁱ
T-MS	Building a Formal Mentoring Program: Strategy & Planning Session	1	8	\$2,925	\$2,763	\$2,600
	Additional Participant			\$8	\$8	\$7
	Strategic Planning Session: How does an organization install a formal mentoring program? What are the different elements, how are they ordered and how do they align with the overall strategic plan of the enterprise? This strategy session provides a clear path for the implementation of a cutting edge formal mentoring program: clear goals, customized training, formal training, tracking, coaching and monitoring, strategic metrics and continuous improvement. AMCI's Strategy and Planning Session is completely customized to fit the mission and vision of the customer. Deliverable: Customized Mentoring Plan for the organization. Price for the Strategy and Planning Session includes printed materials for up to 8 people.					
T-MTO	Monitoring Orientation Training	1	25	\$2,129	\$2,010	\$1,892
	Additional Participant			\$85	\$80	\$76
	Orientation Training: What are the benefits of mentoring? To the mentoree? The mentor? The organization? This workshop provides the framework for a successful formal mentoring program, defining terms and expectations, preparing mentors, mentorees and supervisors for a profitable mentoring experience. Participants will learn to cultivate successful mentoring relationships and how to make the most of the resulting connections. The price for the Mentoring Orientation Training includes printed materials for up to 25 people.					
T-MT-F-1	Kick-Off Mentoring Training: The Fundamentals of Successful Mentoring Relationship	1	25	\$2,129	\$2,010	\$1,892
	Additional Participant			\$85	\$80	\$76
	Kick-Off Mentoring Training: This is the flagship learning event of our formal mentoring program. This 1-day workshop is designed to build community and knowledge around the principles of connection, respect for differences, openness to new ways and means of getting work accomplished and celebrating organizational excellence. Expert facilitators provide dynamic, interactive training for mentors and mentorees to support a successful program for individuals and the organization. This course provides the keys to successful use of the online tools: the Mentoring Agreement and Mentoring Action Plans. The price for the Kick-Off Mentoring Training includes printed materials for up to 25 people.					
T-MT-F-2	Kick-Off Mentoring Training: The Fundamentals of Successful Mentoring Relationship	2	25	\$4,410	\$4,165	\$1,892
	Additional Participant			\$176	\$167	\$157
	Kick-Off Mentoring Training (2 days): This is the flagship learning event of our formal mentoring program. This 2-day workshop is designed to build community and knowledge around the principles of connection, respect for differences, openness to new ways and means of getting work accomplished and celebrating organizational excellence. Expert facilitators provide dynamic, interactive training for mentors and mentorees to support a successful program for individuals and the organization. This course provides the keys to successful use of the online tools: the Mentoring Agreement and Mentoring Action Plans. the 2-day program delves deeper into communication tools. The price for the Kick-Off Mentoring Training includes printed materials for up to 25 people.					
T-MT-MPS	Mentoring Program: Mid-Point Surge Workshop	1	25	\$2,129	\$2,010	\$1,892
	Additional Participant			\$85	\$80	\$76
	End of Program Celebration: Last impressions are as important as first ones and this workshop helps mentoring partnerships end well. Plans are formulated for transitioning the pairs from formal mentoring to informal collegial relationships. Typically, through devices such as panel discussions or round table conversations, time is provided for recounting challenges encountered, lessons learned and friendships celebrated. The price for the End of Program Review, Graduation and Celebration includes printed materials for up to 25 people.					

GSA, Federal Acquisition Service Authorized Federal Supply Schedule Pricelist
Contract No. GS-02F-0222S

Course #	Title	# of days	# of students	Standard GSA Price ⁱ	GSA Final Price for orders up to \$250,000 ⁱⁱ	GSA Final Price for orders in excess of \$250,000 ⁱⁱⁱ
RPT-MPS	Mid-Point Evaluation Survey & Report	N/A	N/A	\$1,980	\$1,870	\$1,760
	End of Program Survey and Report: As the formal mentoring program comes to a close, the mentoring population is surveyed for responses to the program. This survey includes statistical data collection as well as text responses to questions posed. AMCI generates a formal report that displays the data and analysis, highlighting recommendations for future mentoring cycles.					
T-MT--EOP	Mentoring Program: End of Program Review, Graduation and Celebration	1	25	\$2,129	\$2,010.25	\$1,892
	Additional Participant			\$85	\$80.41	\$75.68
	End of Program Celebration: Last impressions are as important as first ones and this workshop helps mentoring partnerships end well. Plans are formulated for transitioning the pairs from formal mentoring to informal collegial relationships. Typically, through devices such as panel discussions or round table conversations, time is provided for recounting challenges encountered, lessons learned and friendships celebrated. The price for the End of Program Review, Graduation and Celebration includes printed materials for up to 25 people.					
RPT-MT-EOP	Mentoring End of Program Final Evaluation Report	N/A	N/A	\$1,980	\$1,870	\$1,760
	End of Program Survey and Report: As the formal mentoring program comes to a close, the mentoring population is surveyed for responses to the program. This survey includes statistical data collection as well as text responses to questions posed. AMCI generates a formal report that displays the data and analysis, highlighting recommendations for future mentoring cycles.					
T-M-MP	AMCI Mentoring Matching Process	N/A	N/A	\$4,860	\$4,590	\$4,320
	Matching: AMCI uses a web-based tool to support the application and matching processes, proven repeatedly to be successful. The system allows participants to log on and browse the potential matches, identifying up to five preferences and five exclusions. This robust system ensures dramatically higher satisfaction rates for participants. The software application suggests strong possibilities based on the data gathered during the registration process.					
WBSS-25	Mentoring web-based Delivery System Software	1-25 pairs		\$9,355	\$8,836	\$8,316
	Web-Based Software System: Another feature that differentiates this program from the competition is our web-based tool which gathers participants' demographic and career path information, suggests matches for them with others who have expressed similar desires for mentoring partnerships, tracks their activities, training, and opportunities taken, and evaluates their participation. Without this automated tool, management of the program would be a tremendous challenge of tracking and administration. Pricing is for up to 25 pairs.					
WBSS-50	Mentoring web-based Delivery System Software	26-50 pairs		\$10,170	\$9,605	\$9,040
WBSS-75	Mentoring web-based Delivery System Software	51-75 pairs		\$11,970	\$11,305	\$10,640
WBSS-100	Mentoring web-based Delivery System Software	76-100 pairs		\$13,860	\$13,090	\$12,320
WBSS-125	Mentoring web-based Delivery System Software	101-125 pairs		\$15,750	\$14,875	\$14,000
WBSS-150	Mentoring web-based Delivery System Software	126-150 pairs		\$17,550	\$16,575	\$15,600
WBSS-175	Mentoring web-based Delivery System Software	151-175 pairs		\$19,350	\$18,275	\$17,200
WBSS-200	Mentoring web-based Delivery System Software	176-200 pairs		\$21,150	\$19,975	\$18,800

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SIN 874-4: Course Development

AMCI's course development has a stellar track record of success. AMCI developed and delivered the first executive level contracting course for DAU (CON 301). This highly successful course was an example of meeting the current and constantly changing needs of our acquisition professionals for their Level III contracting certification. AMCI also developed and delivered Contracting Officer Technical Representative (COTR) training for DoD and federal civilian agencies tailoring the training to the specific needs of the customer(s). Additionally, AMCI developed a four phase COTR Training Program that is being used by the agency for self training refresher. AMCI also developed and delivered the initial Performance Based Services Acquisition (PBSA) training curriculum featuring a unique desktop guide which is now being used by many agencies across the federal government.

Pricing for Course Development

AMCI will establish a firm fixed price development price upon defining each requirement, using an appropriate mix of the following labor categories.

Standard GSA Prices	
Development	Per Course
2 Day Course	\$31,928.98
3 Day Course	\$33,852.41
4 Day Course	\$35,775.84

DAU and FAI Certified DAWIA and FAC Acquisition Workforce Training (SIN 874-8)

AMCI has been awarded the DAU equivalency certification for CON 100, CON 120, CON 215, CON 217, CON 218, and CON 353. The difference of AMCI's core courses is that each are tailored to not just reflect the DoD information, but also to incorporate the Federal Civilian Agency approaches to the acquisition process. Each of the courses provides the necessary training for attaining a comprehensive understanding of the acquisition environment focused on the level of the contracting professional. All participants will develop professional skills for making sound business decisions and advising other acquisition team members toward success in meeting customer's needs.

SIN 874-8: DAU and FAI Certified DAWIA and FAC Acquisition Workforce Training

Course Title	# of Days	GSA Prices ⁱ		GSA Prices with Quantity Discount (5-9 courses) ⁱⁱ		GSA Prices with Quantity Discount (10 or more courses) ⁱⁱⁱ	
		Per Course	Per Student	Per Course	Per Student	Per Course	Per Student
Providing Effective Business Leadership (CON 100 Equivalent) *	5	\$14,697.14	\$1,224.90	\$13,880.64	\$1,156.85	\$13,064.13	\$1,088.80
Mission-Focused Contracting for the Contracting Professional (CON 120 Equivalent)	10	\$26,250.00	\$2,187.90	\$24,791.67	\$2,066.35	\$23,333.34	\$1,944.80
Intermediate Contracting for Mission Support (CON 215 Equivalent)	8	\$21,000.02	\$1,750.50	\$19,833.35	\$1,653.25	\$18,666.68	\$1,556.00
Cost Analysis and Negotiation Techniques (CON 217 Equivalent)	5	\$14,697.14	\$1,224.90	\$13,880.64	\$1,156.85	\$13,064.13	\$1,088.80
Advanced Contracting for Mission Support (CON 218 Equivalent)	10	\$26,250.00	\$2,187.90	\$24,791.67	\$2,066.35	\$23,333.34	\$1,944.80
Advanced Business Solutions for Mission Support (CON 353 Equivalent)	10	\$26,250.00	\$2,187.90	\$24,791.67	\$2,066.35	\$23,333.34	\$1,944.80

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